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UNITHERM FOOD SYSTEMS, INC.  
1108 WEST HARTFORD AVE.  
PONCA CITY, OKLAHOMA 74601  
TELEPHONE: 580-762-0197  
FAX: 580-762-0199  
E-MAIL: [unitherm@unithermfoodsystems.com](mailto:unitherm@unithermfoodsystems.com)



A WORLD OF STAINLESS STEEL PRODUCTS

August 3, 1998

Mr. Jeffrey Craft  
PRETTY, SCHROEDER & POPLAWSKI  
444 South Flower St., 19th Floor  
Los Angeles, CA 90071-2909  
Via Fax # 213-489-4210

Dear Mr. Craft:

I enclose Confidentiality Agreements signed by Prem Singh and Chris Salm on February 24, 1998.

Your client was allowed to view trade secrets developed by Unitherm. They then took these trade secrets and used them to have our process bid against us. This had the effect of educating our competitors.

We deny that Armour Swift-Eckrich representatives introduced any intellectual property to Unitherm.

Yours sincerely,

David Howard  
President



Visit our web site at [www.unithermfoodsystems.com](http://www.unithermfoodsystems.com)

U-04722

PTO-002210

3. **Application to Employees and Agents** Recipient shall not disclose any Confidential Information to any employees or agents of Recipient, except those employees or agents who are required to have the Confidential Information in order for Recipient to perform its analysis in connection with the limited purposes of this agreement, hereinafter called "Permitted Parties" Each Permitted Party to whom confidential information is disclosed shall be bound by this non-disclosure agreement
4. **Unauthorized Disclosure of Confidential Information** If it appears that Recipient has disclosed (or has threatened to disclose) or has allowed its employees or agents to disclose any Confidential Information in violation of this Agreement, UNITHERM shall be entitled to an injunction to restrain Recipient, its employees and agents from disclosing, in whole or in part, the Confidential Information UNITHERM shall not be prohibited by this provision from pursuing other remedies, including a claim for losses and damages
5. **Return of Confidential Information** Upon the written request of UNITHERM, Recipient shall return to UNITHERM all written materials and those materials in computer readable format containing Confidential Information
6. **No License:** Recipient shall not acquire the right to use any Confidential Information under this Agreement and this Agreement shall not be considered a license or other assignment to do so. Neither shall any Confidential Information be assigned by Recipient to any third parties. Recipient acknowledges that the Confidential Information and all related copyrights, patents and other intellectual property rights are, and at all times will be, the property of UNITHERM
7. **General Provisions:** This Agreement sets forth the entire understanding of the parties regarding confidentiality Any amendments must be in writing and signed by both parties This Agreement shall be construed under the laws of the State of Oklahoma, and Kay County, Oklahoma shall be the forum for any litigation to resolve disputes related to the subject matter hereof. If Recipient is uncertain as to whether any information it learns from or relating to UNITHERM is included within the definition of Confidential Information as used in this Agreement, Recipient agrees to seek and obtain UNITHERM's written permission before making any disclosure or use of such information

UNITHERM FOOD SYSTEMS, INC

By: [Signature]

Title: MARKETING DIR.

Date: 02-24-98

ARMOUR SWIFT-ECKRICH

By: Prem S Singh

Title: Dir, Technology development

Date: 2/24/98

original

U-04724

UNITHERM FOOD SYSTEMS INC.  
1108 WEST HARTFORD AVE.  
PONCA CITY, OKLAHOMA 74601  
TELEPHONE: 405-762-0197  
FAX: 405-762-0199  
E-MAIL: unitherm@pcok.com



A WORLD OF STAINLESS STEEL PRODUCTS

## CONFIDENTIALITY AGREEMENT

This Confidentiality Agreement ("Agreement") is made this 24<sup>th</sup> day of Feb., 1998 between UNITHERM FOOD SYSTEMS, INC., an Illinois corporation, with its principal place of business in Ponca City, Oklahoma ("UNITHERM") and ARMOUR SWIFT-ECKRICH ("Recipient").

UNITHERM is engaged in the design, manufacture, and sale of stainless steel products for the food processing industry. Recipient desires to purchase any of such products. As part of this process, UNITHERM may disclose certain information to Recipient to assist its representatives in making its determination, possibly including actual demonstrations of UNITHERM's products at UNITHERM's premises or at the premises of Recipient. Recipient has represented that it will protect the confidential material and information which may be disclosed to Recipient by UNITHERM in this process. Therefore, the parties agree as follows:

1. **Confidential Information:** The term "Confidential Information" means any information or material which is proprietary to UNITHERM, whether or not owned or developed by UNITHERM, which is not generally known other than by UNITHERM, and which Recipient may obtain through any direct or indirect contact with UNITHERM.
  - a) Confidential Information includes without limitation:  
Business records and plans, customer lists and records, trade secrets, technical information, products, product and system design information, pricing structure, discounts, copyrights and other intellectual property, and other proprietary information.
  - b) Confidential Information does not include:  
Matters of public knowledge that result from disclosure by UNITHERM, information rightly received by Recipient from a third party without a duty of confidentiality, information disclosed by Recipient with the prior written consent of UNITHERM, any information that both parties agree in writing is not confidential, and information that now or later becomes generally available to the public through no fault of Recipient.
2. **Copying:** Recipient will not copy or modify any Confidential Information without the prior written consent of UNITHERM.

U-04725

PTO-002213

3. **Application to Employees and Agents:** Recipient shall not disclose any Confidential Information to any employees or agents of Recipient, except those employees or agents who are required to have the Confidential Information in order for Recipient to perform its analysis in connection with the limited purposes of this agreement, hereinafter called "Permitted Parties". Each Permitted Party to whom confidential information is disclosed shall be bound by this non-disclosure agreement.
4. **Unauthorized Disclosure of Confidential Information:** If it appears that Recipient has disclosed (or has threatened to disclose) or has allowed its employees or agents to disclose any Confidential Information in violation of this Agreement, UNITHERM shall be entitled to an injunction to restrain Recipient, its employees and agents from disclosing, in whole or in part, the Confidential Information. UNITHERM shall not be prohibited by this provision from pursuing other remedies, including a claim for losses and damages.
5. **Return of Confidential Information:** Upon the written request of UNITHERM, Recipient shall return to UNITHERM all written materials and those materials in computer readable format containing Confidential Information.
6. **No License:** Recipient shall not acquire the right to use any Confidential Information under this Agreement and this Agreement shall not be considered a license or other assignment to do so. Neither shall any Confidential Information be assigned by Recipient to any third parties. Recipient acknowledges that the Confidential Information and all related copyrights, patents and other intellectual property rights are, and at all times will be, the property of UNITHERM.
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UNITHERM FOOD SYSTEMS, INC

By: [Signature]

Title: MARKETING DIR

Date: 02-24-98

ARMOUR SWIFT-ECKRICH

By: [Signature]

Title: V.P. R+D

Date: 2/24/98

original

U-04726

PTO-002214

UNITHERM FOOD SYSTEMS INCORPORATED  
1108 WEST HARTFORD  
PONCA CITY, OKLAHOMA 74601  
TELEPHONE: 405-762-0197  
FAX: 405-762-0199



A WORLD OF STAINLESS STEEL PRODUCTS

October 9, 1995

Arni Mikelberg  
Ted Berry  
ARMOUR SWIFT ECKRICH  
2001 Butterfield Road  
Downers Grove, IL 60515

RE: New Innovations

Dear Sirs

There are three areas I believe we can impact the profitability of your company.

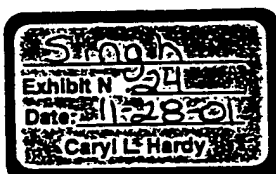
- 1) Bacon cooking and handling.
- 2) Ham cooking using radio frequency.
- 3) In-line smoking.

Your concern on developing 1 and 2 is understood. These are challenging areas and we do need to be cautious. Nonetheless your enthusiasm for improvements in these areas is well aimed. I will have proposals in the next 4-6 weeks.

The smoke process, (3) we have already developed. We have a question mark on the marketability of it and value your input.

The objectives of the trial are as follows:

- 1) Unitherm will supply a 2 zone Rapidflow for a two-week period.
- 2) Unitherm seek to prove uniform smoking in less than ten minutes.
- 3) The shrink should be 1-3%
- 4) The color should match or better your existing product.



A DIVISION OF UNITHERM STAINLESS STEEL, INCORPORATED

U-04814

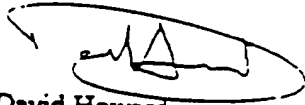
PTO-002215

October 9, 1995

- 5) On success of the above, Armour Swift Eckridge will purchase the line.
- 6) Armour Swift Eckrich will share all test data with Unitherm.
- 7) Unitherm will license Armour Swift Eckrich with the process for a 50% of the return on investment, exclusively.

Sirs, I look forward to concluding the above in the next few weeks. I believe that the above correctly reflects our agreement.

Yours sincerely,

A handwritten signature, likely of David Howard, is enclosed within a hand-drawn oval. The signature is stylized and appears to be written in ink.

David Howard  
President

UNITHERM FOOD SYSTEMS INCORPORATED  
1108 WEST HARTFORD  
PONCA CITY, OKLAHOMA 74601  
TELEPHONE: 405-762-0197  
FAX: 405-762-0199

**FAXED**  
10-16-95



A WORLD OF STAINLESS STEEL PRODUCTS

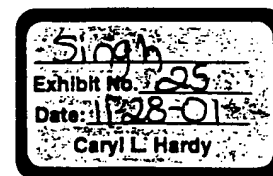
October 16, 1995

Prem Singh  
Armour Swift Eckrich  
2001 Butterfield Road  
Downers Grove, IL 60515

We are shipping the Rapid Flow on Friday, the 20th of October. It will be delivered to you on Monday, the 23rd. Two of Unitherm's engineers will be on site to help install the oven. The arrangement we discussed for the trial was that Armour Swift Eckrich would pay for the transport and commissioning engineers. I would appreciate your assistance in making sure we have a purchase order to invoice this against.

The specific criteria for the trial was:

- 1) Liquid smoke application for turkey breasts.  
Dwell time 7.5 minutes at 330o C.  
Internal temperature will rise by 1o C.  
1% Shrinkage.
- 2) Browning turkey breasts with skin on.  
Dwell time 15 minutes at 330o C.  
5% shrinkage.  
(No glaze.)
- 3) Glazing both hams and turkeys.  
Dwell time 3 minutes at 330o C.
- 4) Cooking of full turkeys i.e. nominal 12-14 lbs.  
Cook time 1 hour 50 minutes at 250o C.
- 5) Any other products you wish to try.  
Philly cheese steak beef.  
Sausage links.  
Parties, etc.



A DIVISION OF UNITHERM STAINLESS STEEL INCORPORATED

U-04316

PTO-002217



Prem Singh

October 16, 1995

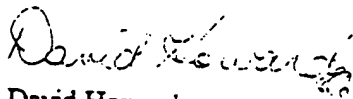
Page 2

Jim Gaydusek and I will help you understand the oven and offer guidance for various products.

Site Requirements:

Electric	232 KW
Steam	50 kg/hr @ 6-8 bar
Exhaust	1800 cfm/Fan
Foot print	2-zone Rapid Flow

Regards,

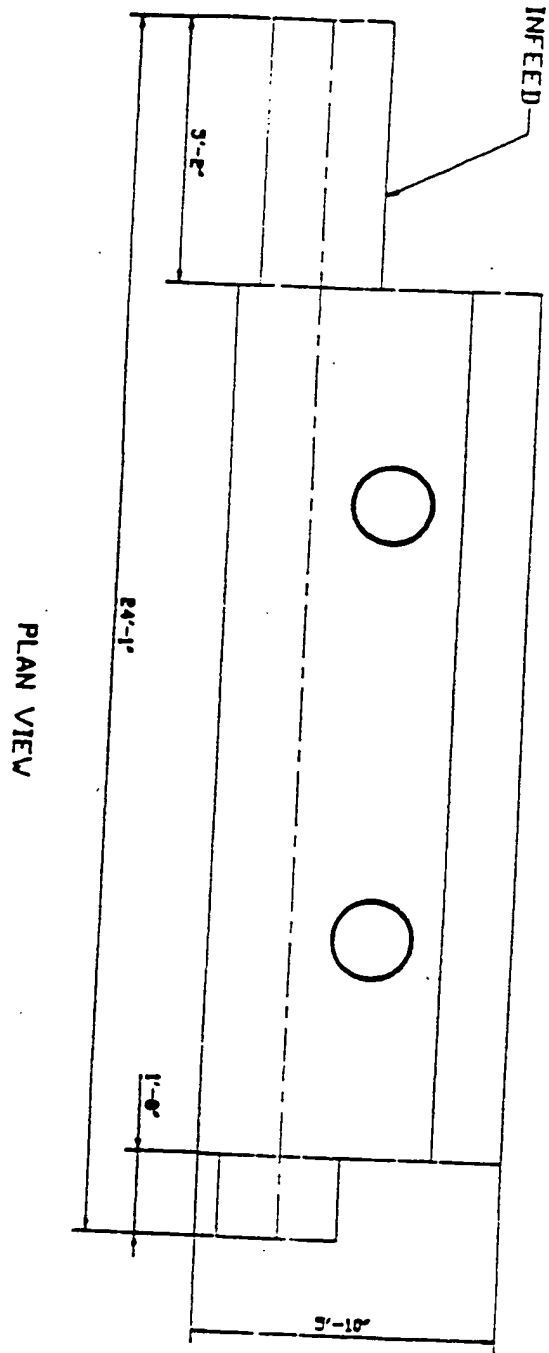


David Howard  
President

151DM

U-04817

PTO-002218



U-04818

PTO-002219

UNITHERM FOOD SYSTEMS INCORPORATED  
1106 WEST HARTFORD  
PONCA CITY, OKLAHOMA 74601  
TELEPHONE: 405-762-0197  
FAX: 405-762-0199

FAXED



A WORLD OF STAINLESS STEEL PRODUCTS

December 21, 1995

Mr. Prem Singh  
ARMOUR SWIFT-ECKRICH  
PRODUCT DEVELOPMENT LAB  
3131 Woodcreek Drive  
Downers Grove, IL 60515

Via Fax # 708-512-1124

Dear Prem:

It has certainly been a very enlightening experience working with you and your team at the Product Development Lab. Your lab is to be envied, to say the least.

I have calculated throughputs on the Rapidflow, based on these assumptions:

- 1) Throughputs are calculated based on a turkey breast footprint of 8" x 12".
- 2) The belt size of the Rapidflow is 40" wide by 108" long in the convected area.

Based on the above, 5 turkey breasts across by 9 end to end will be under the elements at any time. This amounts to 45 turkey breasts per zone at any time.

If we move the contents on the belt from the entry to the exit points of the oven, we have changed the contents of the oven 1 time. The length of time that it takes us to do this will determine the number of times per hour that the oven changes contents. The number of times we change the contents times the number of breasts (45) equals the units per hour. If we multiply this number by the net weight of the breast, we determine the throughput in pounds per hour.

Throughputs are calculated based on 4, 8, 12, 16, and 24 minute dwell times as follows:  
(Please bear in mind that these are based on 1 ZONE.)

60 minutes divided by 4-minute dwell = 15 oven changes  
15 changes x 45 breasts = 675 breasts / hour  
675 breasts x 10 lb. average weight = 6,750 lbs / hour

U-04995

PTO-002220

December 21, 1995

60 minutes divided by 8-minute dwell = 7.5 oven changes  
7.5 changes x 45 breasts = 337.5 breasts / hour  
337.5 breasts x 10 lb. average weight = 3,375 lbs / hour

60 minutes divided by 12-minute dwell = 5 oven changes  
5 changes x 45 breasts = 225 breasts / hour  
225 breasts x 10 lb. average weight = 2,250 lbs / hour

60 minutes divided by 16-minute dwell = 3.75 oven changes  
3.75 changes x 45 breasts = 168.75 breasts / hour  
168.75 breasts x 10 lb. average weight = 1,687.50 lbs / hour

60 minutes divided by 24-minute dwell = 2.5 oven changes  
2.5 changes x 45 breasts = 112.5 breasts / hour  
112.5 breasts x 10 lb. average weight = 1,125 lbs / hour

The addition of multiple zones to the oven will increase throughputs accordingly.

A one-zone unit would give you throughputs as detailed above; a 12-minute dwell time would put your throughput in the range of 2,250 lbs per hour and would cost \$180,000 in a 40"-wide belt configuration. 24"-wide belt unit would cost \$135,000 but would decrease production by about 40%.

A two-zone unit would yield about 4,500 lbs/hour, based on a 12-minute dwell time and would cost \$275,000 in a 40"-wide belt. A 24"-wide, two-zone unit would cost \$215,000.

A three-zone unit would increase throughputs to over 6,700 lbs/hour and would cost \$365,000. The 24"-wide model would cost \$290,000.

All units include an in-line belt washer and steam sparge lines at no extra charge. A C.I.P. system is not needed due to your low/no fat products.

Delivery time of 12 weeks is needed.

Our standard terms are:

Receipt of an authorized purchase order number to begin engineering work and shop drawings.  
Deposit of 30% of total contract price and approval of shop drawings to begin fabrication.  
60% of contract price upon delivery.  
10% balance due within 30 days of delivery.

U-04996

PTO-002221

Prem Singh

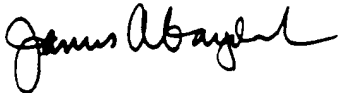
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December 21, 1995

If I can be of further assistance, please do not hesitate to call.

Happy Holidays to you and your family.

Very truly yours,

A handwritten signature in black ink, appearing to read "James A. Gaydusek". The signature is fluid and cursive, with the first name "James" being more prominent.

James A. Gaydusek  
Sales Engineer  
Cooking Processes

193JG

U-04997

PTO-002222

# SALES ORDER

0168

CUSTOMER ARMOUR SWIFT-ECKRICH

CONTACT BARBARA JACKSON

ORDER DATE 12-15-96

ADDRESS 4612 SPEAKER RD

PAYMENT  
TERMS 30/60/10

KANSAS CITY MO 66110

Q/No. \_\_\_\_\_

TEL. No. 913 281 3200 X243

FAX No. \_\_\_\_\_

THEIR O/No. 2673-271

ITEM No.	PRODUCT NAME & DESCRIPTION	No. OFF	PRICE /UNIT	TOTAL PRICE	REQUIRED DEL. DATE	ADDNL INFO
	FLOOR DRAINS W/REMOVABLE BASKET STRAINER  4" BOTTOM OUTLET  1 X 1 BOX SECTION GRATING COVER  (per Jim Haydussek) 12/15/96	2	300 <sup>00</sup>	\$600 <sup>00</sup>	ASAP	
	U-06483					

FOR OFFICE  
USE ONLY

INVOICE No.

NET AMOUNT

DATE

PTO-002223

UNITHERM FOOD SYSTEMS, INC.  
1108 WEST HARTFORD  
PONCA CITY, OKLAHOMA 74601  
TELEPHONE: 405-762-0137  
FAX: 405-762-0199



A WORLD OF STAINLESS STEEL

February 9, 1996

Mr. Prem Singh  
Armour Swift-Eckrich  
Product Development Lab  
3131 Wookcreek Drive  
Downers Grove, Illinois 60515

VIA FAX (708) 512-1124

Dear Prem,

As per your request today, I am enclosing the following calculations and pricing for the browning of about 5,000 pounds per hour of your products in our RapidFlow Convection Oven. The calculations and pricing information is based on a dwell time of 11-12 minutes and a 1 minute immersion of the product in a liquid smoke bath.

1. Your desire to brown 5,000 lbs per hour calculates to roughly 500 turkey crowns; at a dwell of 11 minutes, we can change the oven contents 60 minutes/11 minutes or 5.45 times per hour.  $500 \text{ turkey crowns} / 5.45 \text{ equals } 91.74 \text{ turkey crowns per oven change}$ . Using a 40" wide belt, we can load 5 crowns across;  $91.74 / 5 \text{ equals } 18.35 \text{ turkey crowns per oven belt length}$ . If we assume each turkey crown occupies 12" of belt length, then it is safe to assume 18' of belt length to accomplish your requirements.

This is equal to a two zone RapidFlow Oven in a 40" belt width; we have previously quoted this oven configuration to you for the sum of \$275,000.00. This is our latest version of the RapidFlow, is capable of 700 degrees F., and is fitted with additional safety switches, interlocks, and revisions, and comes with an in-line belt washer.

2. An application of liquid nitrogen is the most effective means of removing the heat energy built up in the browning process; we are successfully accomplishing this same task at another client's location for under \$.01 per pound. We would propose to build this tunnel for \$75,000.00. It will be sized to accommodate the above RapidFlow and have the capability to expand in the future, should your demand increase.

3. As an alternate to the above, we would fabricate an impingement chiller for the sum of \$195,000, and will be 25' long, ammonia based.

4. To apply liquid smoke to the products in the manner that duplicates your testing, we would incorporate an immersion bath into the infeed conveyor. It would be sized to accommodate a 60 second immersion and would handshake properly with the oven. We would build this for \$30,000.00.

U-04988

PTO-002224

Each component described above would have independent belts so as to isolate each component from the system for proper operation and sanitation.

All pricing is F.O.B. Ponca City, Oklahoma and is exclusive of any installation. We would provide an engineer for one day of training on the equipment.

Our standard terms are a 30% deposit with a purchase order, 60% payment upon shipment from our factory, and the remaining 10% within 30 days of installation.

If you should have any questions, comments, or concerns, please do not hesitate to call on me at the above letterhead telephone number.

Very truly yours,



James A. Gaydusek  
Sales Engineer, Cooking Processes

U-04989

PTO-002225



UNITHERM FOOD SYSTEMS, INC.  
1108 WEST HARTFORD  
PONCA CITY, OKLAHOMA 74601  
TELEPHONE: 405-762-0137  
FAX: 405-762-0199



A WORLD OF STAINLESS STEEL

February 9, 1996

Mr. Prem Singh  
Armour Swift-Eckrich  
Product Development Lab  
3131 Wookcreek Drive  
Downers Grove, Illinois 60515

VIA FAX (708) 512-1124

Dear Prem,

As per your request today, I am enclosing the following calculations and pricing for the browning of about 5,000 pounds per hour of your products in our RapidFlow Convection Oven. The calculations and pricing information is based on a dwell time of 11-12 minutes and a 1 minute immersion of the product in a liquid smoke bath.

1. Your desire to brown 5,000 lbs per hour calculates to roughly 500 turkey crowns; at a dwell of 11 minutes, we can change the oven contents 60 minutes/11 minutes or 5.45 times per hour.  $500 \text{ turkey crowns} / 5.45 \text{ equals } 91.74 \text{ turkey crowns per oven change}$ . Using a 40" wide belt, we can load 5 crowns across;  $91.74 / 5 \text{ equals } 18.35 \text{ turkey crowns per oven belt length}$ . If we assume each turkey crown occupies 12" of belt length, then it is safe to assume 18' of belt length to accomplish your requirements.

This is equal to a two zone RapidFlow Oven in a 40" belt width; we have previously quoted this oven configuration to you for the sum of \$275,000.00. This is our latest version of the RapidFlow, is capable of 700 degrees F., and is fitted with additional safety switches, interlocks, and revisions, and comes with an in-line belt washer.

2. An application of liquid nitrogen is the most effective means of removing the heat energy built up in the browning process; we are successfully accomplishing this same task at another client's location for under \$.01 per pound. We would propose to build this tunnel for \$75,000.00. It will be sized to accommodate the above RapidFlow and have the capability to expand in the future, should your demand increase.

3. As an alternate to the above, we would fabricate an impingement chiller for the sum of \$195,000, and will be 25' long, ammonia based.

4. To apply liquid smoke to the products in the manner that duplicates your testing, we would incorporate an immersion bath into the infeed conveyor. It would be sized to accommodate a 60 second immersion and would handshake properly with the oven. We would build this for \$30,000.00.

U-04988

PTO-002226

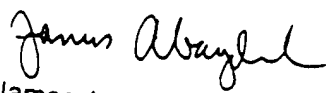
Each component described above would have independent belts so as to isolate each component from the system for proper operation and sanitation.

All pricing is F.O.B. Ponca City, Oklahoma and is exclusive of any installation. We would provide an engineer for one day of training on the equipment.

Our standard terms are a 30% deposit with a purchase order, 60% payment upon shipment from our factory, and the remaining 10% within 30 days of installation.

If you should have any questions, comments, or concerns, please do not hesitate to call on me at the above letterhead telephone number.

Very truly yours,



James A. Gaydusek  
Sales Engineer, Cooking Processes

February 20, 1996

We have tested turkey crowns in the RapidFlow @ 350° C., and a dwell time of 11 minutes. The skin temperature was 60° C., and was back to bulk temperature of 7° C. at a depth of 40mm. We assume the joint is an ellipsoid with dimensions of  $a = 100\text{mm}$ ,  $b = 150\text{mm}$ , and  $c = 75\text{mm}$ ; we assume the density is  $1000 \text{ kg/m}^3$ . Mass = Density x Volume, or  $(1000 \times 4\pi \times .1 \times .15 \times .075) / 3$  or 4.71 Kg (10.35 lbs).

$$Q = M \text{ Cp. (Delta T); Delta T} = (60 - 7) / 2 = 26.5^\circ \text{ C.}$$
$$\text{Cp.} = 3700 \text{ J / KgK}$$

$$M = ((500 / 3600) \times 1100) \times (((4\pi \times 0.1 \times 0.15 \times 0.075) / 3) - ((4\pi \times 0.06 \times 0.01 \times 0.035) / 3)) \text{ or } 0.717 \text{ Kg / Sec.}$$

$$\text{Therefore, } Q = 0.717 \times 3700 \times 26.5 = 70.3 \text{ kW.}$$

The turkey crowns would require 70 kW removed from them @ 500 crowns (10 lbs) per hour. We would recommend a dwell time of 27 minutes and two evaporators of 50 kW each. Sixty minutes / 27-minute dwell = 2.22 changes per hour. Five hundred crowns per hour / 5 across = 100 crowns in length;  $100 / 2.22 \text{ changes} = 45 \text{ feet in length.}$

We would build this impingement chiller as per the above for the sum of \$235,000.00, ammonia-based, exclusive of high side.

Each component would have independent belts so as to isolate each component from the system for proper operation and sanitation.


All pricing is F.O.B. Ponca City, Oklahoma, and is exclusive of any installation. We would provide an engineer for one day of training on the equipment.

Our standard terms are a 30% deposit with a purchase order, 60% upon shipment from our factory, and the remaining 10% within 30 days of installation.

Prem, if you should have any questions, comments, or concerns, please do not hesitate to call on me at the above letterhead telephone number.

Thank you for your support of Unitherm.

Sincerely,

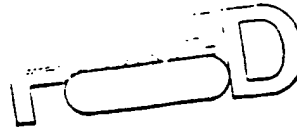


James A. Gaydusek  
Sales Engineer, Cooking Processes

U-04991

PTO-002228

NITHERM FOOD SYSTEMS INCORPORATED  
38 WEST HARTFORD  
MUNICIPALITY, OKLAHOMA 74601  
TELEPHONE: 405-762-0197  
C 4 762-0 99



A WORLD OF STAINLESS STEEL PRODUCTS

March 06, 1996

Mr. Prem Singh  
ARMOUR SWIFT-ECKRICH  
PRODUCT DEVELOPMENT LAB  
3131 Woodcreek Drive  
Downers Grove, IL 60515  
Via Fax # 708-512-1124

RE: Quote #251JG - Revised

Dear Prem:

As you requested, I am enclosing the following calculations and revised pricing for the browning and subsequent chilling of about 5,000 pounds per hour of turkey crowns in our RapidFlow Convection Oven. The calculation and pricing information is based on a dwell time of 11-12 minutes and a 1-minute immersion of the product in a liquid smoke bath.

1. Your desire to brown 5,000 lbs per hour calculates to about 500 turkey crowns. At a dwell of 11 minutes, we can change the oven contents 60 minutes / 11 minutes or 5.45 times per hour. Five hundred turkey crowns / 5.45 equals 91.74 turkey crowns per oven change. Using a 40"-wide belt, we can load 5 crowns across;  $91.74 / 5$  equals 18.35 turkey crowns per oven belt length. If we assume each turkey crown occupies 12" of belt length, it is safe to assume 18' of belt length to satisfy your requirements. This is equal to a two-zone RapidFlow Oven in a 40" belt width. We have previously quoted this oven configuration to you for the sum of \$275,000.00. This is our latest version of the RapidFlow, capable of 700° F., fitted with additional safety switches, interlocks, and revisions; it comes with an in-line belt washer.
2. To achieve an application of liquid smoke to the products in the manner that duplicates your testing, we would incorporate an immersion bath into the infeed conveyor. It would be sized to accommodate a 60-second immersion and would handshake properly with the oven. We would build this for \$30,000.00.
3. An impingement-style chiller would be the most effective long-term means of removing the energy absorbed in the browning process. There is no doubt that the cost-per-pound savings in impingement chilling vs. cryogenics is enormous when you consider the throughputs that you are running.

U-04992

A DIVISION OF NITHERM STAINLESS STEEL INCORPORATED

PTO-002229

3/7/96

We would build this impingement chiller -- it would be 60' in length -- for the sum of \$255,000.00, ammonia-based, exclusive of high side.

Each component would have independent belts so as to isolate each component from the system for proper operation and sanitation.

All pricing is F.O.B. Ponca City, Oklahoma, and is exclusive of any installation. We would provide an engineer for one day of training on the equipment.

Our standard terms are a 30% deposit with a purchase order, 60% upon shipment from our factory, and the remaining 10% within 30 days of installation.

Prem, if you should have any questions, comments, or concerns, please do not hesitate to call on me at the above letterhead telephone number.

Thank you for your support of **Unitherm**.

Sincerely,



James A. Gaydusek  
Sales Engineer, Cooking Processes

U-04993

PTO-002230

UNITHERM FOOD SYSTEMS INCORPORATED  
1108 WEST HARTFORD  
PONCA CITY, OKLAHOMA 74601  
TELEPHONE: 405-762-0197  
FAX: 405-762-0198



A WORLD OF STAINLESS STEEL PRODUCTS

FC-4-18-96 JD

April 18, 1996

Prem Singh  
ARMOUR SWIFT-ECKRICH  
PRODUCT DEVELOPMENT LAB  
3131 Woodcreek Drive  
Downers Grove, IL 60515

Via Fax # 708-512-1124

RE: Quote #251JGDH

Dear Prem:

The following is the price for the linear smoking processing line.

- |    |  |        |            |
|----|--|--------|------------|
| A) | 1 RapidFlow - 3-Zone - 40"-wide belt<br>1 Belt Washer<br>1 Smoke Generator<br>Temperature Range: 0 - 350°C<br>Foot print: 30' long x 8' wide x 9' tall | Price: | \$ 398,000 |
| B) | 1 Liquid Smoke Dipper<br>60-second dwell time (variable)   | Price: | \$ 30,000  |
| C) | Impingement Chiller<br>Foot Print: 75' x 11' x 10'   | Price: | \$ 285,000 |

Delivery would be 16 weeks from receipt of purchase order and deposit.

Best regards,

David Howard  
President

U-01784

PTO-002231

UNITHERM FOOD SYSTEMS INCORPORATED  
1108 WEST HARTFORD  
PONCA CITY OKLAHOMA 74001  
TELEPHONE 405-702-0197  
FAX 405-702-0198



A WORLD OF STAINLESS STEEL PRODUCTS

FC-18-96D

April 18, 1996

Prem Singh  
ARMOUR SWIFT-ECKRICH  
PRODUCT DEVELOPMENT LAB  
3131 Woodcreek Drive  
Downers Grove, IL 60515

Via Fax # 708-512-1124

RE: Quote #251JGDH

Dear Prem:

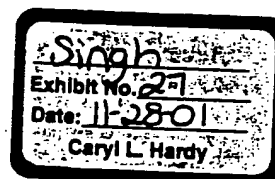
The following is the price for the linear smoking processing line.

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| B) | 1 Liquid Smoke Dipper<br>60-second dwell time (variable)  | Price: | \$ 30,000  |
| C) | Impingement Chiller<br>Foot Print: 75' x 11' x 10'  | Price: | \$ 285,000 |

Delivery would be 16 weeks from receipt of purchase order and deposit.

Best regards,

David Howard  
President



U-01784

PTO-002232

UNITHERM FOOD SYSTEMS INCORPORATED  
108 WEST HARTFORD  
PONCA CITY, OKLAHOMA 74601  
TELEPHONE: 405-762-0197  
FAX: 405-762-0195



A WORLD OF STAINLESS STEEL PRODUCTS

*Video*

April 29, 1996

Larry Roulie  
ARMOUR SWIFT-ECKRICH  
1260 Highway 18  
Britt, IA 50423

515 843 3854

Dear Larry:

Welcome back to your old position at Armour Swift-Eckrich. I'm sure you have your hands full getting back into the swing of things again.

As per our conversation, I am enclosing a copy of our full product catalog and a video.

I'll follow up with you periodically. In the meantime, if you have any questions, comments, or concerns, please don't hesitate to contact me at the above letterhead telephone number.

Sincerely,

*James A. Gaydusek*  
James A. Gaydusek  
Sales Engineer, Cooking Processes

5/20 NOTHING immediate -  
F/U 30 days  
6/20 4/m on 4/m

266JG

U-02262

PTO-002233



UNITHERM FOOD SYSTEMS INCORPORATED  
1108 WEST HARTFORD  
PONCA CITY, OKLAHOMA 74601  
TELEPHONE: 405-762-0197  
FAX: 405-762-0199

MAY 13 1996

A WORLD OF STAIN

May 03, 1996

Robert Lauffenburger  
BUTTERBALL TURKEY CO.  
2001 Butterfield Road  
Downers Grove, IL 60515-1050

708-512-1005

Dear Mr. Lauffenburger

Please do me the courtesy of reviewing the enclosed promotional material and video.

I think you will be particularly interested in our RapidFlow Oven, which provides uniform results when used to apply liquid smoke to poultry products. With an 11-minute dwell time, only 1 percent shrinkage, and a rise in core temperature of only 1°, I think you will be very pleased with the results. We have been working with Red Arrow on development of this process.

Please feel free to contact me at the above letterhead telephone number if you have any questions, or would like to schedule cooking trials here at our facility.

Regards,

David Howard  
President

U-06229

PTO-002234

UNITHERM FOOD SYSTEMS INCORPORATED  
1108 WEST HARTFORD  
PONCA CITY, OKLAHOMA 74601  
TELEPHONE: 405-762-0197  
K 405-762-0199



A WORLD OF STAINLESS STEEL PRODUCTS

June 18, 1996

Dr. J. B. Weatherspoon  
Dr. Prem Singh  
ARMOUR SWIFT-ECKRICH  
*Via Fax #708-512-1124*

Dear Sirs:

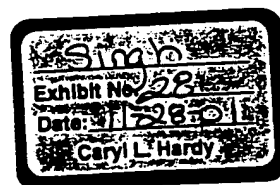
I have been considering your latest testing using starch as a binder, with the object of increasing yield in the existing batch ovens. Would it be a fair analysis to suggest that improvements gained with this process may even perform better in the RapidFlow Oven? If the "starch" works in the batch house, I believe it would work in the RapidFlow Oven.

In any event, I hope we can conclude this project this week.

Regards,

David Howard  
President

3330H



U-03759

A WORLD OF STAINLESS STEEL PRODUCTS

PTO-002235

UNITHERM FOOD SYSTEMS INCORPORATED  
1108 WEST HARTFORD  
PONCA CITY, OKLAHOMA 74601  
TELEPHONE: 405-762-0197  
FAX: 405-762-0199



A WORLD OF STAINLESS STEEL PRODUCTS

July 31, 1996

Prem Singh  
ARMOUR SWIFT-ECKRICH  
3131 Woodcreek Drive  
Downers Grove, IL 60515

*Via Fax # 708-512-1124*

Dear Prem:

The reason why the RapidFlow worked was the higher temperature. Therefore, we would argue that a 3 - 4 percent yield could be gained over and above whatever starch you injected. The processes do not compete, they were complimentary so that your overall gain could have been 6 - 8 percent

The capital cost was the price of the oven, approximately \$300,000. If you add the price of the chilling, then you must add the payback for the chilling on its own merits.

The oven, on its own, reduced labor and created space in the smokehouses. It also meant that the cleaning of the smokehouses was much simpler

If you ran the product through the oven and then into your conventional blast chiller, it would take only 50 percent of the current chill time.

We spent 6 months on this project and I would like to see a financial justification for rejecting the project.

Regards,

David Howard  
President

OH355PS

U-03825

PTO-002236



A WORLD OF STAINLESS STEEL PRODUCTS

July 31, 1996

Mr. Frank Carroll  
ARMOUR SWIFT-ECKRICH  
2001 Butterfield Road  
Downers Grove, IL 60515

*Via Fax # 708-512-1113*

Dear Mr. Carroll:

In December 1995 **UNITHERM** made a presentation on three processes that we believed could affect Armour Swift-Eckrich's business. They were

1. Radio Frequency cooking
2. Continuous Rotisserie Oven - Ribs
3. RapidFlow Oven - Turkey

It was identified that the RapidFlow Oven would be of benefit if our claims could be validated. Ted Berry set forth the goals which were in accordance with the claims we were making. These were, in short

1. Create a uniform product consistently
2. Gain 2 - 4 percent in yield
3. Reduce the chill time by 70 percent
4. Create additional capacity in the existing houses

These were the goals. After nearly six months of work, we were able, with the assistance of J. B. Weatherspoon and Prem Singh, to conclude that these goals were achievable. We were able to determine that payback for the oven was \$4,000 per day.

It is clearly disappointing to hear at the end of the project that the capital is not available. I would ask that you review the payback data, in the hope that this project can be resurrected.

U-03826

UNITHERM FOOD SYSTEMS INCORPORATED

PTO-002237

July 31, 1996

Please understand that we have contributed much time and effort to this project, and if it is truly dead, we feel that the least you can do is convey this and the reasoning in writing. We believe you owe us this professional courtesy.

Insofar that there exists interest remaining in other products we manufacture, we would need to understand each other much more clearly commercially before we could proceed to work with Armour Swift-Eckrich

Yours Sincerely,

A handwritten signature in black ink, appearing to be 'David Howard', with a long horizontal stroke extending to the left.

David Howard  
President

cc: J. B. Weatherspoon

Prem Singh  
Tim Harris

U-03827

PTO-002238

UNITHERM FOOD SYSTEMS INCORPORATED  
108 WEST HARTFORD  
PONCA CITY, OKLAHOMA 74601  
TELEPHONE: 405-762-0197  
FAX: 405-762-0199



A WORLD OF STAINLESS STEEL PRODUCTS

November 5, 1996

Mr. Eric Christiansen  
BUTTERBALL TURKEY, INC.  
500 "F" St.  
P. O. Box 738  
Turlock, CA 95381

Dear Eric:

Enclosed are brochures and a video of our product line. They feature the latest in our equipment line. I will follow up with you later, after you've had a chance to review this information.

If you have any questions or concerns, please feel free to contact me at the above letterhead telephone number.

Regards,

Jerry Adams  
Sales Manager

U-00360

A WORLD OF STAINLESS STEEL PRODUCTS

PTO-002239





A WORLD OF STAINLESS STEEL PRODUCTS

November 21, 1996

Mr. Eric Christiansen  
BUTTERBALL TURKEY, INC  
500 "F" Street  
P. O. Box 738  
Turlock, CA 95381

*Via Fax # 209-667-6075*

Dear Eric:

Thank you for your time discussing your browning and smoking applications.

Our RapidFlow II Convection Oven is ideally suited to this operation. You will achieve the following results using a UNITHERM RapidFlow II Oven in combination with Red Arrow Liquid Smoke product

1. Uniformity of product color everywhere on the belt.
2. Shrinkage of 1% or less.
3. Internal core temperature increase of 1° C.

These are quantitative numbers; we have already achieved these results. You can expect throughputs in excess of 6,000 pounds per hour and can incorporate a variety of features including automatic strip-off of casings, liquid smoke deluge, natural smoke introduction, C.I.P., and various chilling arrangements. All of these are in-line with the oven and require no additional labor.

Most significant, however, is the yield improvement. Our customers have consistently realized 5% improvements; coupled with reduced labor costs, paybacks can be figured in terms of months rather than years.

We could arrange for our demonstration unit to be shipped to your facility. We would need a purchase order for the transport both ways to proceed. Installation is relatively simple and your engineers should be capable of it; should you desire our staff to install, we

U-00353

PTO-002241



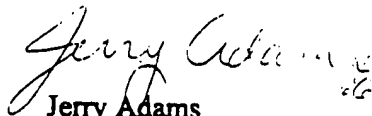
would need this to be included on the order. Either David Howard or I would be present to assist in product testing for two days.

Eric, we expect that your cook trials would take one week, and would need the oven returned at that time. We also expect the results indicated to be achieved. After the trials we would actively pursue securing an order for this equipment.

I will contact you after "Turkey-Day" to arrange for delivery of the oven.

Thank you for your support of **UNITHERM Food Systems, Inc.**

Very truly yours,

  
**Jerry Adams**  
**Sales Manager**

JA200EC

U-00354

PTO-002242

UNITHERM FOOD SYSTEMS INC.  
1108 WEST HARTFORD AVE.  
PONCA CITY, OKLAHOMA 74601  
TELEPHONE: 405-762-0197  
FAX: 405-762-0199  
E-MAIL: [unitherm@pcok.com](mailto:unitherm@pcok.com)



A WORLD OF STAINLESS STEEL PRODUCTS

November 27, 1996

J. B. Weatherspoon  
ARMOUR SWIFT-ECKRICH  
*Via Fax # 708-512-1124*

Prem Singh  
ARMOUR SWIFT-ECKRICH  
*Via Fax # 708-512-1124*

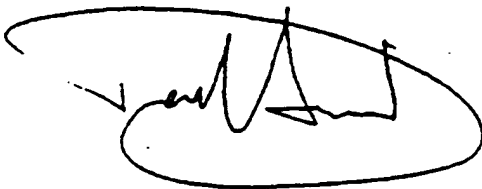
Dear Sirs:

Beginning December 27, we will have a Continuous Turkey Smoking and Chilling Line assembled at our Ponca City facility.

Equipment to be viewed:	Case Washer / Inflator / Cutter
	Liquid Smoke Applicator
	Three-Zone RapidFlow II Convection Oven with C.I.P
	Impingement Chiller

Please let me know if you would be interested in viewing or testing on this line.

Regards,



David Howard  
President

U-03907

PTO-002243

UNITHERM FOOD SYSTEMS INCORPORATED  
1108 WEST HARTFORD  
TULSA CITY, OKLAHOMA 74601  
TELEPHONE: 405-762-0197  
FAX: 405-762-0199



A WORLD OF STAINLESS STEEL PRODUCTS

August 02, 1996

**FAXED**  
08-02-96

Mr. Mike Bliss  
ARMOUR SWIFT-ECKRICH  
9401 East Highland  
P. O. Box 2128  
Jonesboro, AR 72402

*Via Fax # 501-933-0005*

Dear Mike:

I would like to make blatantly clear to you the results that we are prepared to **guarantee** to Armour Swift-Eckrich relating to liquid smoking and browning of turkey breasts.

- Yield improvements of 4% - 5% over existing process
- Uniformity of color on all pieces
- Labor reduction due to **not** having to re-rack the turkey breasts
- Reduction in chill times to allow faster turnover
- Additional capacity by relieving the Alkars of smoking duties
- Internal core temperature rise of 1° C.

Mike, at a 4% yield improvement, you can expect a savings of over \$6,000 per day, assuming 7,000 pounds per hour at 16 hours per day, using the RapidFlow Oven instead of your Alkars.

To prove the RapidFlow's value to Armour Swift-Eckrich, we would propose the following:

- 1) Validate the yield improvement over your existing process by hands-on cook trials.
- 2) Calculate the daily savings to Armour Swift-Eckrich as a result of this yield improvement.

U-04770

**PTO-002244**

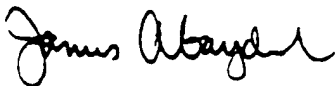
August 02, 1996

- 3) Lease a properly-sized RapidFlow II Convection Oven to Armour Swift-Eckrich for 50% of your daily savings.

This would require no Capital Expense Request and no major cash outlay

I will contact you next week to discuss this further. In the meanwhile, please do not hesitate to contact me at the above letterhead telephone number if you have any questions, comments, or concerns.

Sincerely,



James A. Gaydusek  
Sales Engineer, Cooking Processes

UNITHERM FOOD SYSTEMS INCORPORATED  
1108 WEST HARTFORD  
PONCA CITY, OKLAHOMA 74601  
TELEPHONE: 405-762-0197  
FAX: 405-762-0199



A WORLD OF STAINLESS STEEL PRODUCTS

December 26, 1996

Kent Kring  
ARMOUR SWIFT-ECKRICH  
2001 Butterfield Road  
Downers Grove, IL 60515-1049

Dear Kent:

Thank you for your time discussing your browning and smoking applications. I hope I won't be "blackballed" by you for knowing Charlie Pausch and Brian Dowd -- what a pair! As I promised, enclosed is a full set of catalogs and our latest video.

Our RapidFlow II Convection Oven is ideally suited to this operation. You will achieve the following results using a UNITHERM RapidFlow II Oven in combination with liquid smoke product:

- Yield improvements of 4% - 5% over existing process
- Uniformity of color on all pieces
- Labor reduction due to not having to re-rack the turkey breasts
- Reduction in chill times to allow faster turnover
- Additional capacity by relieving the Alkars of smoking duties
- Internal core temperature rise of 10° C.

These are quantitative numbers: we have already achieved these results. You can expect throughputs in excess of 6,000 pounds per hour and can incorporate a variety of features including automatic strip-off of casings, liquid smoke deluge, natural smoke introduction, C.I.P., and various chilling arrangements. All of these are in-line with the oven and require no additional labor.

Kent, at a 4% yield improvement, you can expect a savings of over \$6,000 per day, assuming 7,000 pounds per hour at 16 hours per day, using the RapidFlow Oven instead of your Alkars.

We can arrange a demonstration for you and your associates in our facility, or if you prefer, you may ship your product to us for cooking trials.

U-04853

PTO-002246

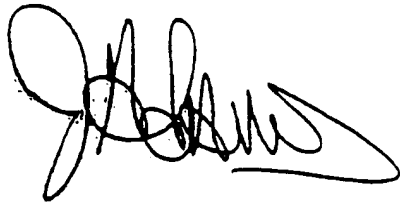
12/26/96

Either way, we would need one or two control units, and about 12 pieces of your product for the trials. We would also need to know which liquid smoke product number you use and if you prefer to use Red Arrow or Zesti.

I will contact you December 30 to pursue this further.

Thank you for your support of UNITHERM Food Systems, Inc.

Very truly yours,

A handwritten signature in black ink, appearing to read "Jerry Adams", with a large, sweeping flourish at the end.

Jerry Adams  
Sales Manager

JAZ120X

U-04854

PTO-002247

UNITHERM FOOD SYSTEMS, INC  
1108 WEST HARTFORD AVE.  
PONCA CITY, OKLAHOMA 74601  
TELEPHONE: 405-762-0197  
FAX: 405-762-0199  
E-MAIL: [unitherm@pcok.com](mailto:unitherm@pcok.com)



A WORLD OF STAINLESS STEEL PRODUCTS

January 17, 1997

Dr. Prem Singh  
ARMOUR SWIFT-ECKRICH  
3131 Woodcreek Dr.  
Downers Grove, IL 60515

*Via Fax # 708-512-1124*

Dear Prem:

We at **UNITHERM Food Systems, Inc.** would like to take this opportunity to invite you to visit us at our booth, number 5506, at the **INTERNATIONAL POULTRY EXPOSITION** in Atlanta, Georgia the 22nd to 24th of this month.

Among our various exhibits, we will be showing the first In-Line Browning / Smoking System for Deli Turkey / Crowns and Hams. The product shrinkage using this system is only 2 1/2 percent and results are achieved with a smoke time of 10 minutes.

Look to **UNITHERM Food Systems, Inc.** for all of your cooking, chilling, and stainless steel fabricating needs.

We look forward to meeting with you and doing business with **ARMOUR SWIFT-ECKRICH** soon.

David Howard  
President

Jerry Adams  
Sales Manager

Hank Robinson  
Food Technologist

***OOPS! The earlier fax you received was a result of a glitch in our new software. Sorry!***

IPE97

U-06223

PTO-002248

UNITHERM FOOD SYSTEMS, INC  
1108 WEST HARTFORD AVE.  
PONCA CITY, OKLAHOMA 74601  
TELEPHONE: 405-762-0197  
FAX: 405-762-0199  
E-MAIL: [unitherm@pcok.com](mailto:unitherm@pcok.com)



A WORLD OF STAINLESS STEEL PRODUCTS

January 17, 1997

Dr. Syed A. Hussain  
ARMOUR SWIFT-ECKRICH  
Butterball Foods Div. Technical Center  
Product Development Center  
Downers Grove, IL 60515-5429

*Via Fax # 708-512-1124*

Dear Syed:

We at **UNITHERM Food Systems, Inc.** would like to take this opportunity to invite you to visit us at our booth, number 5506, at the **INTERNATIONAL POULTRY EXPOSITION** in Atlanta, Georgia the 22nd to 24th of this month.

Among our various exhibits, we will be showing the first In-Line Browning / Smoking System for Deli Turkey / Crowns and Hams. The product shrinkage using this system is only 2 1/2 percent and results are achieved with a smoke time of 10 minutes.

Look to **UNITHERM Food Systems, Inc.** for all of your cooking, chilling, and stainless steel fabricating needs.

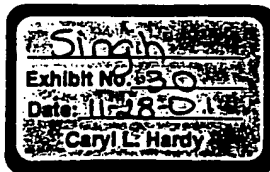
We look forward to meeting with you and doing business with **ARMOUR SWIFT-ECKRICH** soon.

David Howard  
President

Jerry Adams  
Sales Manager

Hank Robinson  
Food Technologist

***OOPS! The earlier fax you received was a result of a glitch in our new software. Sorry!***



U-06222

PTO-002249



UNITHERM FOOD SYSTEMS, INC  
1108 WEST HARTFORD AVE.  
PONCA CITY, OKLAHOMA 74601  
TELEPHONE: 405-762-0197  
FAX: 405-762-0199  
E-MAIL: [unitherm@pcok.com](mailto:unitherm@pcok.com)



A WORLD OF STAINLESS STEEL PRODUCTS

January 17, 1997

Mr. Ronald Albrecht  
BUTTERBALL TURKEY CO.  
2001 Butterfield Road  
Downers Grove, IL 60515

*Via Fax # 708-512-1107*

Dear Ronald:

We at **UNITHERM Food Systems, Inc.** would like to take this opportunity to invite you to visit us at our booth, number 5506, at the **INTERNATIONAL POULTRY EXPOSITION** in Atlanta, Georgia the 22nd to 24th of this month.

Among our various exhibits, we will be showing the first In-Line Browning / Smoking System for Deli Turkey / Crowns and Hams. The product shrinkage using this system is only 2 1/2 percent and results are achieved with a smoke time of 10 minutes.

Look to **UNITHERM Food Systems, Inc.** for all of your cooking, chilling, and stainless steel fabricating needs.

We look forward to meeting with you and doing business with **BUTTERBALL TURKEY CO.** soon.

David Howard  
President

Jerry Adams  
Sales Manager

Hank Robinson  
Food Technologist

***OOPS! The earlier fax you received was a result of a glitch in our new software. Sorry!***

IPE97

U-06219

PTO-002250

UNITHERM FOOD SYSTEMS, INC  
1108 WEST HARTFORD AVE.  
PONCA CITY, OKLAHOMA 74601  
TELEPHONE: 405-762-0197  
FAX: 405-762-0199  
E-MAIL: [unitherm@pcok.com](mailto:unitherm@pcok.com)



A WORLD OF STAINLESS STEEL PRODUCTS

January 17, 1997

Mr. Arni Mikelberg  
CONAGRA, INC.  
2000 South Batavia  
Geneva, IL 60134

*Via Fax # 630-262-4013*

Dear Arni:

We at **UNITHERM Food Systems, Inc.** would like to take this opportunity to invite you to visit us at our booth, number 5506, at the **INTERNATIONAL POULTRY EXPOSITION** in Atlanta, Georgia the 22nd to 24th of this month.

Among our various exhibits, we will be showing the first In-Line Browning / Smoking System for Deli Turkey / Crowns and Hams. The product shrinkage using this system is only 2 1/2 percent and results are achieved with a smoke time of 10 minutes.

Look to **UNITHERM Food Systems, Inc.** for all of your cooking, chilling, and stainless steel fabricating needs.

We look forward to meeting with you and doing business with **CONAGRA, INC.** soon.

David Howard  
President

Jerry Adams  
Sales Manager

Hank Robinson  
Food Technologist

***OOPS! The earlier fax you received was a result of a glitch in our new software. Sorry!***

IPB97

U-06224

PTO-002251

UNITHERM FOOD SYSTEMS, INC  
1108 WEST HARTFORD AVE.  
PONCA CITY, OKLAHOMA 74601  
TELEPHONE: 405-762-0197  
FAX: 405-762-0199  
E-MAIL: [unitherm@pcok.com](mailto:unitherm@pcok.com)



A WORLD OF STAINLESS STEEL PRODUCTS

January 17, 1997

Mr. Eric Christiansen  
BUTTERBALL TURKEY, INC.  
500 "F" St.  
P. O. Box 738  
Turlock, CA 95381

*Via Fax # 209-667-6075*

Dear Eric:

We at **UNITHERM Food Systems, Inc.** would like to take this opportunity to invite you to visit us at our booth, number 5506, at the **INTERNATIONAL POULTRY EXPOSITION** in Atlanta, Georgia the 22nd to 24th of this month.

Among our various exhibits, we will be showing the first In-Line Browning / Smoking System for Deli Turkey / Crowns and Hams. The product shrinkage using this system is only 2 1/2 percent and results are achieved with a smoke time of 10 minutes.

Look to **UNITHERM Food Systems, Inc.** for all of your cooking, chilling, and stainless steel fabricating needs.

We look forward to meeting with you and doing business with **BUTTERBALL TURKEY, INC.** soon.

David Howard  
President

Jerry Adams  
Sales Manager

Hank Robinson  
Food Technologist

***OOPS! The earlier fax you received was a result of a glitch in our new software. Sorry!***

PE97

U-06225

PTO-002252

UNITHERM FOOD SYSTEMS, INC  
1108 WEST HARTFORD AVE.  
PONCA CITY, OKLAHOMA 74601  
TELEPHONE: 405-762-0197  
FAX: 405-762-0199  
E-MAIL: [unitherm@pcok.com](mailto:unitherm@pcok.com)



A WORLD OF STAINLESS STEEL PRODUCTS

January 17, 1997

Mr. Daryl Elston  
ARMOUR SWIFT-ECKRICH  
Worthington, MN

*Via Fax # 507-372-4611*

Dear Daryl:

We at **UNITHERM Food Systems, Inc.** would like to take this opportunity to invite you to visit us at our booth, number 5506, at the **INTERNATIONAL POULTRY EXPOSITION** in Atlanta, Georgia the 22nd to 24th of this month.

Among our various exhibits, we will be showing the first In-Line Browning / Smoking System for Deli Turkey / Crowns and Hams. The product shrinkage using this system is only 2 1/2 percent and results are achieved with a smoke time of 10 minutes.

Look to **UNITHERM Food Systems, Inc.** for all of your cooking, chilling, and stainless steel fabricating needs.

We look forward to meeting with you and doing business with **ARMOUR SWIFT-ECKRICH** soon.

David Howard  
President

Jerry Adams  
Sales Manager

Hank Robinson  
Food Technologist

***OOPS! The earlier fax you received was a result of a glitch in our new software. Sorry!***

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PTO-002253

UNITHERM FOOD SYSTEMS, INC  
1108 WEST HARTFORD AVE.  
PONCA CITY, OKLAHOMA 74601  
TELEPHONE: 405-762-0197  
FAX: 405-762-0199  
E-MAIL: unitherm@pcok.com



A WORLD OF STAINLESS STEEL PRODUCTS

January 17, 1997

Mr. Larry Raulie  
ARMOUR SWIFT-ECKRICH  
1260 Highway 18  
P. O. Box 327  
Britt, IA 50423

*Via Fax # 515-843-3792*

Dear Larry:

We at **UNITHERM Food Systems, Inc.** would like to take this opportunity to invite you to visit us at our booth, number 5506, at the **INTERNATIONAL POULTRY EXPOSITION** in Atlanta, Georgia the 22nd to 24th of this month.

Among our various exhibits, we will be showing the first In-Line Browning / Smoking System for Deli Turkey / Crowns and Hams. The product shrinkage using this system is only 2 1/2 percent and results are achieved with a smoke time of 10 minutes.

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David Howard  
President

Jerry Adams  
Sales Manager

Hank Robinson  
Food Technologist

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U-06228

PTO-002254

UNITHERM FOOD SYSTEMS INC.  
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TELEPHONE: 405-762-0197  
FAX: 405-762-0199  
E-MAIL: unitherm@pcok.com



A WORLD OF STAINLESS STEEL PRODUCTS

April 21, 1997

Mr. Dennis Des Lauriers  
ARMOUR SWIFT-ECKRICH  
2001 Butterfield Road  
Downers Grove, IL 60515-1049  
*Via Fax # 630-512-1113*

Dear Mr. Des Lauriers:

I recently read your article in The National Provisioner Magazine. Nice P.R., but what about the facts? I identified a process that would save ARMOUR SWIFT-ECKRICH \$15,000 per day. You still have not bought it. However, your competition has. In fact, I have sold the process to four companies. How do we get ARMOUR SWIFT-ECKRICH to move forward? To be honest, you should have been first with the process. I found your R. & D. people, J. B., and Prem excellent to work with, but the business decision did not happen.

To make things more difficult, how do we bring other new processes to ARMOUR SWIFT-ECKRICH and make them happen?

Does \$1 Billion mean you are a bureaucracy of no decisions?

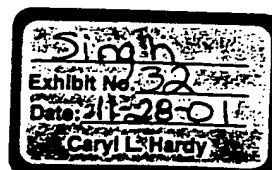
I am more than willing to back up my claims in hard fact to any decision-makers you can find in ARMOUR SWIFT-ECKRICH.

Regards,

David Howard  
President

cc: J. B. Weatherspoon

DH:GASE



U-04863

PTO-002255

UNITHERM FOOD SYSTEMS INC  
1108 WEST HARTFORD AVE.  
PONCA CITY, OKLAHOMA 74601  
TELEPHONE: 405-762-0197  
FAX: 405-762-0199  
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A WORLD OF STAINLESS STEEL PRODUCTS

April 21, 1997

Mr. Rod Liddle  
ARMOUR SWIFT-ECKRICH  
2001 Butterfield Road  
Downers Grove, IL 60515-1049

*Via Fax # 630-512-1137*

Dear Mr. Liddle:

I recently read your article in The National Provisioner Magazine. Nice P.R., but what about the facts? I identified a process that would save ARMOUR SWIFT-ECKRICH \$15,000 per day. You still have not bought it. However, your competition has. In fact, I have sold the process to four companies. How do we get ARMOUR SWIFT-ECKRICH to move forward? To be honest, you should have been first with the process. I found your R. & D. people, J. B. and Prem excellent to work with, but the business decision did not happen.

To make things more difficult, how do we bring other new processes to ARMOUR SWIFT-ECKRICH and make them happen?

Does \$1 Billion mean you are a bureaucracy of no decisions?

I am more than willing to back up my claims in hard fact to any decision-makers you can find in ARMOUR SWIFT-ECKRICH.

Regards,

David Howard  
President

cc: J. B. Weatherspoon

DH523ASE

U-04101

PTO-002256

UNITHERM FOOD SYSTEMS, INC  
1108 WEST HARTFORD AVE.  
PONCA CITY, OKLAHOMA 74601  
TELEPHONE: 580-762-0197  
FAX: 580-762-0199  
E-MAIL: [unitherm@unithermfoodsystems.com](mailto:unitherm@unithermfoodsystems.com)



A WORLD OF STAINLESS STEEL PRODUCTS

dt:

February 24, 1998

Dr. Prem Singh  
Dr. Chris Salm  
ARMOUR SWIFT-ECKRICH

Re: Quote

Dear Sirs:

### PROPOSAL

The following quotation includes specifications for your Browning / Smoking Line, designed around the UNITHERM RapidFlow Continuous Convection Oven. This proven system features high throughput, superior yield, and consistent color, using a minimum of labor.

To achieve your desired throughput of 6,000 lbs per hour, the following equipment would need to be in place:

Bag Stripper  
Infra-Red Purge Removal  
Indexing Conveyor  
Liquid Smoke Applicator  
2-Zone RapidFlow Oven  
Impingement Chiller

Please refer to UNITHERM Drawing #SA-0065 for a suggested layout

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## ABOUT THE EQUIPMENT

### Bag Stripper

The UNITHERM Bag Stripper, with two operators, can strip the casing from 10,000 lbs of turkey breasts per hour, compared to the ten to twelve people necessary to manually strip the casing from the same quantity of turkey breasts

The first stage of the Bag Stripper washes the bag. Filtered compressed air is then injected into the casing, separating the casing from the product for easy removal. The product is then conveyed over a depth-controlled blade designed to follow the contour of the product, slitting the casing with minimal scoring of the product. The product is then conveyed to a casing removal station where the separated and slit casing is manually removed from the product.

With turkey breasts of approximately 10-lb, this system can accommodate 15 to 20 breasts per minute, for a total of 9,000 to 12,000 lbs per hour.

### Infra-Red Purge Removal

The turkey breasts, with casings removed, would then be conveyed through a 1,200° F chamber, melting off any remaining gelatinous purge and quickly drying the surface, within a one-minute dwell time. This dramatically improves adhesion of liquid smoke, resulting in more consistent color.

### Indexing Conveyor

As products exit the purge remover, they are conveyed single-file onto the Indexing Conveyor, where they are transferred 90° and configured 4 or 5 across, maximizing usage of the 40"-wide belt common to the balance of the system.

### Liquid Smoke Applicator

The liquid smoke application system is a recirculating loop in which the "smoke" is sprayed through a series of nozzles onto the product, recovered in a sump below, filtered, and then re-directed to the nozzles. This system exposes all of the product to the same quantity of "smoke", for the same dwell time, creating a uniform surface for the RapidFlow Oven. Dwell time is typically 60 seconds, although this may vary with different smoke combination and various products.

The liquid smoke solution is a mixture of liquid smoke and water, the concentration depending on the desired color of the finished product. Contributing to the overall cost savings associated with this process is the fact that the smoke solution may be retained for up to 7 days, provided that the pH of the solution remains below pH4 and the total acidity remains above 1%. The solution must also be free of all visible particles of meat.

At day's end, the liquid smoke may be pumped into a storage tank for reuse. This is accomplished using the system's main pump, by closing the valve to the nozzles and opening the valve to the storage tanks. The system can be easily washed out with the main drain valve open.

Please see Drawing #SA-0066 showing the dual in-line filter assembly. This system virtually eliminates clogged filter problems. The valve to the first filter may be closed and the valve to the second filter opened so that production can continue.

### **RapidFlow II Continuous Convection Oven**

Product is automatically transferred from the Liquid Smoke Applicator into the RapidFlow Oven, typically 4 or 5 pieces across. The high-velocity, high-temperature air quickly raises the surface temperature of the product, causing the liquid smoke to react with surface protein. Color formation appears on the product, and the heat sets the color via the Maillard reaction. Because only the surface temperature is affected by this process, only a minimal cooling period is required before the product can be packaged.

Smoking and browning applications generally take from 6 to 10 minutes. By adjusting dwell time with belt speed and adjusting temperature, you can achieve the degree of color you require. Naturally-browned product requires between 11 1/2 and 18 minutes, subject to formulation and color requirement.

Utilizing a 2-speed motor coupled with an inverter, a wide range of speed control is available. Temperature is controlled independently for each zone from 0° F to 650° F. In a multi-zone application, airflow is generally in opposite directions for each zone, to achieve the uniform results for which the RapidFlow Oven has become known.

This oven comes equipped with a continuous belt washer, available steam for varied cooking conditions, and an automatic solid state fire suppression system. An optional fully-automatic Clean In Place (CIP) System is available and highly recommended.

### **Continuous Linear Impingement Chiller**

UNITHERM Impingement Chillers have been designed to complement the RapidFlow Oven. The Chillers utilize the same 40"-wide belt for ease of transfer and labor-free operation. A

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PTO-002259

February 24, 1998

naturally browned product exits our RapidFlow Oven at a surface temperature of between 120° F. and 130° F., and can be chilled to approximately 40° F. in 20 minutes or less.

UNITHERM is prepared to guarantee the performance of this system

In summary, the turnkey RapidFlow Process consists of a Bag Stripper, Infra-Red Purge Removal, Liquid Smoke Applicator, RapidFlow II Continuous Convection Oven, and Continuous Linear Impingement Chiller. One of the most significant benefits associated with this system is an increase in yield, since yield loss through processing is reduced to a maximum of 2%. This saving alone can show a return on investment in a very short period of time. In addition, this system reduces overall processing time, allowing increased volume, which translates to increased profits. Labor costs are reduced, as well, since the process is continuous, and less handling can result in increased product shelf life.

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**TECHNICAL SPECIFICATIONS****UNITHERM Bag Slitter**

Belt Height:	40" with adjustable feet +/- 6"
Belt Width:	21" with adjustable guide rails
Belt Type:	Intralox dual 10" belts
Overall Length:	12'
Overall Width:	2'-10½"
Belt Speed:	Variable through inverter from 15 to 20 pieces per minute
Conveyor Motor:	Sew Eurodrive washdown rated for extreme environments; dual voltage 220 / 460 v 3 ph. 60 hz
Safety Specifications:	Emergency stop on each end of conveyor, emergency stop on control panel with lock-out on main switch. Overhead guard switch stops system automatically if guard is lifted during operation.
Sanitizing Pump:	Dual-diaphragm recirculating pneumatic at 80 p.s.i., supplies sanitizing spray to main spray head and to cutting assembly
Control Panel:	System start / stop System reset Sanitizer on / off Main power on / off (lockable) Emergency stop All timing and speed controls mounted inside cabinet to prevent tampering

**UNITHERM Infra-Red Purge Removal**

Belt Height:	40" with adjustable feet +/- 6"
Belt Width:	11"

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PTO-002261

Belt Type:	Flat flex stainless steel wire belt
Overall Length:	7'
Overall Width:	28"
Belt Speed:	Variable through inverter; dwell time from 15 seconds to 5 minutes. Dwell time of 45 seconds recommended, resulting in 10 pieces per minute or 6,000 lbs per hour.
Heating System:	Comprised of 18 x 1kW incoloy elements, designed to maximize heat transfer, total heating load 18 kW.
Exhaust System:	Supplied with exhaust cabinets over infeed and discharge, with 8" 10-bolt flange ready to connect to "house" exhaust system.
Belt Speed:	Variable; with standard 2-speed motor coupled with supplied inverter, dwell times can be adjusted from 15 seconds to 5 minutes.
Motor:	Sew Eurodrive 2-speed washdown rated for extreme environments, dual voltage 220 / 460 v 3 ph 60 hz.
Belt Washer:	Equipped with continuous belt washer; high pressure at 125 p.s.i. with adjustable weir plate to regulate water usage. Pump close coupled to 5 hp motor.
Control Panel:	Zone 1 heaters on / off Zone 2 heaters on / off Zone 3 heaters on / off Belt drive off / slow / fast Extraction system on / off Main power on / off (lockable) Emergency stop Panel-mounted inverter for easy speed adjustment.
General Construction	304 stainless steel throughout, main framework of 1½" x 1½" heavy-wall square tube, inner cabinet of mirror-finish 16 gauge 304 stainless steel, insulated from outer cabinet with extreme-high-temperature insulation for heat retention and safety. One 3"-diameter open drain in the bottom prevents accumulation of melted purge. Belt support rods and interior drip pan easily removed for sanitation.

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**UNITHERM Liquid Smoke Applicator**

Belt Height:	40" with adjustable feet +/- 6"
Belt Width:	40"
Belt Type:	Flat flex stainless steel wire belt
Overall Length:	8'-8"
Overall Width:	5'-7¼"
Belt Speed:	Variable; through supplied inverter, dwell times can be adjusted from 30 seconds to 5 minutes
Conveyor Motor:	Sew Eurodrive single speed; dual voltage 220 / 460 v 3 ph 60 hz
Circulation Pump:	Dual-diaphragm recirculating, using 80 p.s.i. air
Control Panel:	Belt on / off Pump on / off Exhaust on / off Main power on / off (lockable) Inverter mounted internally to prevent tampering.
General Construction	304 stainless steel and food-grade polymers throughout Framework of 1½" x 1½" 304 stainless steel square tube; tank of 14 gauge 304 stainless steel; housing and canopy of 16 gauge stainless steel; all pipework from pump is schedule 40, 304 stainless steel. Fittings in header allow for easy nozzle change, if desired. Dual-filter system designed to prevent nozzle clogging.

**UNITHERM Rapidflow II Continuous Convection Oven - Two-Zone**

Belt Height:	40"
Belt Width:	40"
Belt Type:	Flat flex stainless steel wire belt
Overall Length:	20'

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PTO-002263

Cooking Length:	17'
Drive Motors:	One Sew Eurodrive (1.3kW) washdown rated for extreme environments
Belt Speed:	2 minute minimum; 4 hour maximum
Circulation Fans:	Six with stainless steel impeller (6 x 0.75 kW), balanced by UNITHERM to provide even heat across entire belt width
Steam Injection System:	Into cooking chamber. Nominally 160 lbs per hour maximum at 30 p.s.i. dry saturated. (Independently controllable.)
Extraction Fan:	Two bifurcated 2000 cfm variable (0.75kW), stainless steel construction.
Continuous Belt Washer:	Continuous high-pressure steam coupled with dual stainless steel brushes
Heating System:	<p>Comprised of 48 x 2 kW finned incoloy elements per zone. Elements designed to maximize efficient heat transfer; 192 kW total heating load.</p> <p>Elements controlled via electronic thyristor drive to maximize energy efficiency. To maximize start-up time, full energy usage allows the oven to reach maximum temperature (650° F.) within 15 minutes from cold. PID temperature controllers within each zone allow accurate set point control of +/- 2° F.</p>
Fire Protection Systems:	Operated by a solid-state, approved fire detector. Twin systems, steam at nominally 80 p.s.i. to flood the lower chamber and cooking area. Pressure switches ensure pressure available to allow machine to operate
General Construction:	<p>All AISI 304 stainless steel. Main framework constructed of 1½" x 1½" 304 stainless steel square tube. Inner chamber allowed to "free float" for expansion purposes. Height adjustable, self-leveling feet. Outer canopies hinged to allow cleaning. All belt support rods are easily removed and refitted for sanitation.</p> <p>Fat collection tray in lower cooker chamber with 3"-diameter outfeed pipe to drain / collection system. Baffle plates on</p>

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circulation fans are removable for sanitation. All pipework has de-mountable fitting to allow hygiene.

**Control Panel:** Stainless steel NEMA 4X clear macrolon cover over door furniture and controllers. Visual display of temperature in each zone. Visual display of belt speed (frequency). General control gear Allen Bradley.

**All Up Power Requirements**

Heating System	192 kW
Circulation Fans	4.5 kW
Extraction Fans	3 kW
Controls, etc.	2 kW
Drive Motors:	<u>2 kW</u>
<b>Total</b>	<b>218.5 kW</b>

**Running Costs**

During start-up (15 minutes), 100 percent power is required. During normal operation, the thyristor drive modulates the load to nominally 30 percent of the P L C., this equates to 70 kW. Given an industrial cost per kWh of 7 cents, this gives a running cost of nominally \$4.90 per hour.

Costs of maintenance are minimal. A weekly check of all components will take one hour, due to the "Maintenance Friendly" design of the machine.

**UNITHERM Linear Impingement Chiller**

**Features:**

- Stainless steel evaporator coils
- Heavy duty 6"-insulated food-safe encasement
- Heavy duty stainless steel flooring with 6" insulation
- Twin access doors with heated seal arrangement
- Variable residence time
- High airflow "tuned" to product requirements
- Stainless steel product-conveyor belt
- Stainless steel control panel
- Defrosting control circuits

**Encasement:**

- Footprint 45' Overall length
- 10' Overall width
- 10' Maximum height

Utilizing 6"-thick, food-safe polyurethane-insulated panels

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Stainless steel cladding on floor, falling to a drainage outlet  
 Twin access doors with heated seal arrangement  
 Inlet and discharge apertures to suit product

**Conveyor:** 40" effective belt width  
 Ashworth omniflex  $\frac{3}{8}$ "-pitch belt with mesh overlay or similar  
 F.D.A. approved

**Evaporators:** Four separate units  
 40 kW thermal duty at outfeed

General construction  
 Stainless steel with aluminum fins  
 Ducted axial fans  
 Coil and tray defrost heaters

	40 kW infeed
Air on Temp ° C	-17.1
Air off Temp ° C	-20
Refrigerant	nh <sup>3</sup>
System	dx
Evap. temp. ° C	-27
Air volume m <sup>3</sup> /s	10.97
Face velocity m/s	3
Face dimensions mm	1524 x 2400
Internal volume dm <sup>3</sup>	120

**Baffles:** All stainless steel  
 Designed to eliminate "short circuiting" of air flow  
 Removable for cleaning

**Belt washer:** In-line, high pressure wash and dry

**Control panel:** Stainless steel enclosure  
 Control gear UL / FM approved  
 Electronic variable speed controller

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PTO-002266

Residence time indicator in min./sec  
 Temperature controller (PID)  
 Defrost controls (hot gas, if required)  
 Coil block and tray heater controls

### Process Parameters

Weight Each: 9 lbs (approx )

Throughput: 1300 pieces per hour

In order to calculate total thermal duty, we have to make assumptions based on previous experience, namely.

- a) The surface temperature reaches 130°F
- b) For a distance of  $\frac{1}{4}$ ", this temperature is constant
- c) For the next 3" Annulus, the average temperature rise would be 15° F.
- d) The central core of the  $3\frac{1}{2}$ " diameter would have an average temperature rise of 5° F.

From the trials, the products will be chilled correctly to 40° F if passed through a chiller for 15 minutes at -4° F. (-20° C.)

Our calculations allow for sufficient product load, with enough extra thermal duty to allow for losses within the system

### Calculations

\*\* Please note that calculations are in metric units \*\*

1. To calculate the mass of each segment

$$\text{Volume of a sphere} = \frac{4}{3} \pi r^3$$

(A turkey crown can be assumed as  $\frac{1}{2}$  sphere )

$$\therefore \text{Total Volume} = \frac{4}{3} \pi 0.114^3 \times 0.5 = 3.1029 \times 10^{-3} \text{ m}^3$$

$$\text{Volume to } \frac{1}{4} \text{'' from surface} = \frac{4}{3} \pi 0.1077^3 \times 0.5 = 2.62 \times 10^{-3} \text{ m}^3$$

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U-02028

$$\begin{aligned}
 \text{Central Core Volume} &= 4 \pi \cdot 0.0445^3 \times 0.5 = 0.1845 \times 10^{-3} \text{ m}^3 \\
 2. \quad \text{Bulk Density of Product} &= \frac{m}{V} = \frac{4.1 \text{ Kg}}{3.1029 \times 10^{-3}} \\
 &= 1321 \text{ Kg/m}^3 \\
 3. \quad \text{Outer Annulus Weight} &= (3.1029 - 2.62) \times 10^{-3} \times 1321 \\
 &= 0.638 \text{ Kg} \\
 \text{Middle Annulus Weight} &= (2.62 - 0.1845) \times 10^{-3} \times 1321 \\
 &= 3.217 \text{ Kg} \\
 \text{Central Core Weight} &= 0.1845 \times 10^{-3} \times 1321 \\
 &= 0.2438 \text{ Kg}
 \end{aligned}$$

4. To calculate heat load - (Assuming NO losses)

$$Q = M C_p \Delta T$$

$$\text{kW} = \frac{\text{kg}}{\text{s}} \times \frac{\text{kJ}}{\text{kgK}} \times \text{K}$$

Assuming worst case, specific heat capacity 3 900 kJ/kgK

$$\begin{aligned}
 a) \quad \text{Outer Annulus} &= \frac{(0.638 \times 1300)}{3600} \times 3.9 \times 54.4 \\
 &= 48.88 \text{ kW} \\
 b) \quad \text{Middle Annulus} &= \frac{(3.217 \times 1300)}{3600} \times 3.9 \times 8.3 \\
 &= 37.60 \text{ kW} \\
 c) \quad \text{Central Core} &= \frac{(0.2438 \times 1300)}{3600} \times 3.9 \times 2.8 \\
 &= 0.96 \text{ kW}
 \end{aligned}$$

d) Therefore, Total Product Thermal Load

$$= 48.88 + 37.6 + 0.96 = 87.44 \text{ kW}$$

However, allowing 50% for fan whirlage and end effects and losses:

$$\text{Thermal Load} = 131.16 \text{ kW}$$

i.e. four units @ 40 kW each

In order to achieve this, we must estimate the on and off temperatures of the evaporator.

Allowing a temperature differential of  $2.5^{\circ}\text{C}$  gives:

$$Q = M C_p \Delta T$$

$$M = \frac{Q}{C_p \Delta T} = \frac{40,000}{1003 \times 2.5} = 15.95 \text{ kg/sec (per unit)}$$

In order that the machine has the capability to remove 132 kW with a  $2.5^{\circ}\text{C}$  temperature difference.

This equates to: density  $P = \frac{m}{V}$

$$V = \frac{M}{P} = \frac{15.95 \times 4}{1.412} = 45.18 \text{ m}^3/\text{sec.}$$

$$= 95,740 \text{ CFM}$$

$$= 23.935 \text{ CFM / unit}$$

**PRICING**  
(F.O.B. Ponca City, Oklahoma)

Bag Stripper	\$ 49,500
Infra-Red Purge Removal	\$ 55,400
Indexing Conveyor	\$ 39,500
Liquid Smoke Applicator	\$ 45,500
2-Zone RapidFlow Oven	\$325,000
Optional C I P System for Oven	\$ 48,000
Linear Impingement Chiller	\$248,000

**Commercial Notes****Installation**

Installation is charged at \$45 per hour for mechanical work and travel, and \$75 per hour for electrical work. Out-of-pocket expenses and hotels will be charged at cost or, if preferred, settled directly by the client

**Installation includes:**

- Mechanical erection and leveling
- Electrical interconnection using stainless steel and flexible conduit
- Functional testing of all systems
- Fire suppression system testing

**Exclusions**

- Civil engineering work
- Ducting from top of extract fans through roof space
- Service connections (mains, incoming, steam, water, drains)

**Commissioning**

- Commissioning will commence upon completion of installation
- Commissioning is charged at \$50 per hour for all hours worked, including traveling
- Out-of-pocket expenses and hotels will be charged at cost, or if preferred, settled directly by the client
- Signed timesheets to be submitted for approval, these form the basis of invoices

February 24, 1998

Documentation

Machine will be supplied with one full instruction manual including electrical drawings.

Spares

A comprehensive spares listing with recommended stock holding will be supplied after order placement.

**Delivery Lead Time**

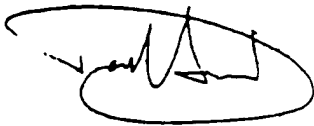
10 - 12 weeks from receipt of confirmed order and deposit

**Payment Terms**

30% Deposit with purchase order  
60% Prior to shipment, upon inspection at UNITHERM premises  
10% Due 30 days after completion of installation

**UNITHERM STANDARD TERMS AND CONDITIONS OF SALE APPLY**

Regards,

A handwritten signature in black ink, enclosed within a hand-drawn oval. The signature appears to be 'David Howard'.

David Howard  
President

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PTO-002271

UNITHERM FOOD SYSTEMS, INC.  
1108 WEST HARTFORD  
PONCA CITY, OKLAHOMA 74601  
TELEPHONE: 405-762-0197  
AX: 405-762-0199



A WORLD OF STAINLESS STEEL PRODUCTS

December 31, 1996

Mr. John Reicks  
Mr. Frank Mello  
BRYAN FOODS  
1 Churchill Road  
P. O. Box 1177  
West Point, MS 39773

*Via Fax # 601-495-4504*

RE: Quote #407DH

Dear Sirs:

The following is a full quotation for the processing line on which we have been working.

We have been smoking two products for BRYAN FOODS. The current process involves:

- 1) De-bagging
- 2) Purge removal
- 3) Dipping / Drenching in liquid smoke
- 4) Heat treating in the RapidFlow for 10 minutes
- 5) Chilling for 15 minutes in an impingement chiller

**1) DE-BAGGING**

We have developed a machine that washes the surface of the bag, inflates the bag, and cuts the bag open. The bag is then manually removed.

Price F O B Ponca City, Oklahoma \$ 25,000

**2) PURGE REMOVAL**

It is necessary to remove the purge from the surface of the product. We are flashing the product through the oven to do this today; however, we have a small infra-red grill that would accomplish this.

Price F O B Ponca City, Oklahoma \$ 18,000

U-02033

PTO-002272

**3) SMOKE / LIQUID APPLICATOR**

This would be designed to re-circulate the liquid in a partial dip tank. There would be an automatic self-leveling infeed from a header tank to assure a minimum of by-product. The process would filter out particulate.

Detail drawings would be supplied for approval.

Price Ex Works Ponca City, Oklahoma

\$ 25,000

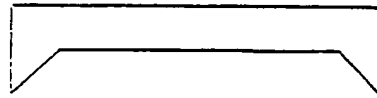
**4) UNITHERM RAPIDFLOW CONTINUOUS CONVECTION OVEN**

**Product A - 7-lb. Ham**

Product Size:	7" x 8"
Belt Width:	40"
Belt Length:	17'
Dwell Time	8 - 10 minutes
Throughput	5 units across 24 linear = 120

Therefore, based on slowest time, 720 units per hour or 5,040 lbs per hour.

The heat profile in a 1-zone oven is



The heat profile in a 2-zone oven is as follows



What this means is that the longer the oven, the less end effects (or infeed and discharge) atmosphere. The result is typically a faster process. In my experience, you should see at least one minute being shaved off the process. For example, the product shown on the video is smoked in a 3-zone oven for 7 1/2 minutes.

A 9-minute dwell time would give you a throughput of 5,544 lbs.

**Product B - 9 1/2-lb. Ham**

Product Size      7 1/2" x 11"

U-02034

PTO-002273



UNITHERM FOOD SYSTEMS, INC.  
1108 WEST HARTFORD AVE.  
PONCA CITY, OKLAHOMA 74601  
TELEPHONE: 580-762-0197  
FAX: 580-762-0199  
E-MAIL: [unitherm@unithermfoodsystems.com](mailto:unitherm@unithermfoodsystems.com)



A WORLD OF STAINLESS STEEL PRODUCTS

April 27, 1998

Prem Singh  
Chris Salm  
ARMOUR SWIFT-ECKRICH  
Product Development Lab  
3131 Woodcreek Dr.  
Downers Grove, IL 60515  
*Via Fax # 630-512-1124*

Dear Sirs:

You know how keen we are to get business started with ARMOUR SWIFT-ECKRICH. I enclose three contacts who would give you references on the RapidFlow Oven.

PLANTATION FOODS  
Dick Taylor, President  
George Birge, Cook House Manager  
(254) 799-6211

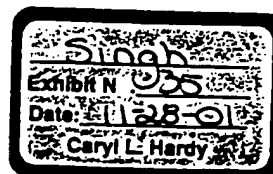
HOUSE OF RAEFORD  
Roy Herring, Plant Manager  
(910) 875-8600 ext. 444

Yours sincerely,

David Howard  
President

CHESCASE

Visit our web site at [www.unithermfoodsystems.com](http://www.unithermfoodsystems.com)



U-04907

PTO-002274

AUG. 20 1998

LAW OFFICES

PRETTY, SCHROEDER & POPLAWSKI

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DISTRICT OF COLUMBIA  
PENNSYLVANIA  
VIRGINIA

August 17, 1998

LAURENCE M. PRETTY  
ROBERT A. SCHROEDER  
EDWARD G. POPLAWSKI  
MARK GABSCIA  
JEFFREY F. CRAFT  
MICHAEL J. MACDERMOTT  
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MARK B. MIZRAHI

RICHARD A. WALLEN  
VIVIANA AMZEL, P.H.D.  
COUNSEL

**CERTIFIED MAIL  
RETURN RECEIPT REQUESTED**

Mr. David Howard  
UNITHERM FOOD SYSTEMS, INC.  
1108 West Hartford Avenue  
Ponca City, OK 74601

Re: Armour Swift-Eckrich Browning Technology  
Our Docket No.: M02 41285

Dear Mr. Howard:

This is in response to your letter of August 3, 1998. Please be assured that Armour Swift-Eckrich is aware of its obligations to keep Unitherm's trade secret information confidential and that Armour Swift-Eckrich takes its responsibilities most seriously. Consequently, Armour Swift-Eckrich was very surprised by your suggestion that it has improperly used your trade secret information and cannot imagine the basis for your allegations.

I also wish to reiterate that Armour Swift-Eckrich disclosed to you its trade secret information specifically relating to browning whole muscle meat products in the bag and trusts that you will abide by your obligations to keep the information in confidence, just as Armour Swift-Eckrich has been abiding by its obligations.

Sincerely,

PRETTY, SCHROEDER & POPLAWSKI

Jeffrey F. Craft

JFC:aw

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PTO-002275